

Message Text

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FOR COMMERCE SIPS, OIM

E. O. 11652: NA

TAGS: BEX, NI

SUBJ: PRODECT OPPORTUNITY - TRUCK AND
COMBAT BOOT SALES TO NIGERIAN ARMY.

REF : (A) LAGOS 9414 (B) LAGOS 10780

1. ON NOV 11 EMBASSY RECEIVED FORMAL NOTE FROM MOD CITING SPECIFIC EQUIPMENT WHICH ARMY WISHES TO BUY FROM 3 TRUCK MANUFACTURERS AND ONE BOOT MANUFACTURER VISITED BY 5-MAN ARMY TEAM IN OCTOBER. AT FOLLOW-UP MEETING NOV 11 WITH ECONOMIC COUNSELLOR, QUARTERMASTER GENERAL BAJOWA CONFIRMED THAT ARMY WISHES TO NEGOTIATE AND SIGN CONTRACTS ASAP.

2. FOLLOWING ITEMS LISTED BY MON:
FROM MACK CORP. - (380 UNITS) 10 TON 6 X 4 TANDEM AXLE TRUCKS;
(100) 6000 GAL PETROL TANKERS; (180) 2000 GAL PETROL TANKERS;
(230) 2000 GAL WATER TANKERS; (100) 25 - TON SEMI-TRAILERS OPEN;
(80) 25 - TON SEMI-TRAILERS CLOSED; (50) 5-TON CLOSED VANS;
(80) 80-TON TANK TRANSPORTERS; (350) 10-TON TRACTORS 6 X 4;
(100) 5-TON RECOVERY WRECKER TRUCKS; (30) 10-TON RECOVERY WRECKER TRUCKS; (30) 25-TON LOW BED TRAILERS.

FROM FORD CORP. - (300) 3/4-TON "BRONCOS"; (250) CLUB WAGONS;
(400) F-250 FORD PICK-UP CREW CABS; (160) FIRE FIGHTING TRUCK MOUNTED ON F-280; (680) F-700 2-1/2 TON TRUCKS; (260) REFUSE COLLECTOR MOUNTED ON F-700 CHOKE CAB; (50) CARAVANS MOUNTED ON
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F-250; (300) SCHOOL BUSES; (320) AMBULANCES.

FROM AM GENERAL - (120) JEEP WAGONEERS; (300) CITY BUSES; (100)
"HYSTER" 5000 LB. FORKLIFTS; (80) "CLARK" 8000 LB. FORK-
LIFTS.

FROM GENERAL SHOE CO., NASHVILLE, TENNESSEE - 200,000 COMBAT
BOOTS (ASSORTED SIZES FROM 8 TO 12).

3. AT MOD'S REQUEST, EMBASSY ACTING AS ACTION COORDINATOR BE-
TWEEN MINISTRY AND SUPPLIERS. WE HAVE NOTIFIED MANUFACTURERS
OF INTENDED ORDERS AND HAVE RELAYED MOD REQUEST THAT COMPANY
TEAMS AUTHORIZED TO NEGOTIATE CONTRACTS COME TO LAGOS TO NEGOTI-
ATE FINAL TERMS BEFORE NOV 25. EMBASSY WILL SCHEDULE MEETINGS
AND MAKE OTHER NECESSARY ARRANGEMENTS.

4. ARMY WANTS DELIVERIES TO BE COMPLETED WITHIN 6 MONTHS OF
CONTRACT SIGNING. VEHICLES SHOULD BE SHIPED ON A ROLL-ON
ROLL-OFF BASIS.

5. REF (B) WAS MESSAGE TO MACK TELLING OF TRANSPORT MINISTRY'S
INTEREST IN BUYING MACK TRUCKS FOR WORK IN LAGOS PORT. MACK
VICE PRESIDENT WRIGHT WILL DISCUSS MATTER WITH PERM SEC IN LAGOS
DURING WEEK OF NOV 18
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